

Message Text

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E. O. 11652: N/A

TAGS: BTRA, BEXP, IN

SUBJ: BUSINESS VISITOR: MR. D.H. SOHAL, SOHAL ENGINEERING
WORKS, BOMBAY

1. MR. D.H. SOHAL, PARTNER, SOHAL ENGINEERING WORKS, L.B. SHASTRI NAGAR, BOMBAY 400 075, ACCOMPANIED BY HIS SON MR. H.D. SOHAL, IS SCHEDULED TO BE IN THE U.S. FOR A PERIOD OF TEN DAYS BEGINNING APRIL 8. SOHAL ENGINEERING, A FAMILY-OWNED PARTNERSHIP FIRM, IS A MEDIUM SIZE MANUFACTURER OF RUBBER MACHINERY. A WTDR ON THE FIRM IS UNDER PREPARATION.

2. MR. SOHAL SR. IS VISITING US TO NEGOTIATE A LICENSING AGREEMENT WITH WEAN UNITED INC., 948 FORT DUQUESNE BLVD., PITTSBURGH, PA. 15222 FOR WEAN'S RUBBER MACHINERY INCLUDING TIRE PRESSES IN INDIA. SOHAL JR. WAS RECENTLY IN THE US TO HOLD PRELIMINARY NEGOTIATIONS WITH WEAN AND HAS RECEIVED A DRAFT LICENSING PROPOSAL FROM THE AMERICAN FIRM.

3. SOHAL CURRENTLY PRODUCES RUBBER MIXING MILLS, CALENDER MACHINES, EXTRUDERS, VULCANIZERS, HYDRAULIC PRESSES, CHURNERS, PLANT FOR PRODUCTION OF CYCLE TIRES AND TUBES, BATTERY CONTAINERS AND SIMILAR OTHER ITEMS. IT HAD
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PURCHASED BASIC ENGINEERING DESIGNS FOR A FEW OF THESE ITEMS FROM A JAPANESE FIRM AND LATER DEVELOPED ITS OWN PROTOTYPES. SOHAL CLAIMS TO HAVE SUPPLIED RUBBER MACHINERY TO SEVERAL FOREIGN-AFFILIATED TIRE PRODUCERS IN INDIA. TO OVERCOME ENGINEERING CONSTRAINTS AND TO MEET WITH COMPETITION OF OTHER LOCAL RUBBER MACHINERY PRODUCERS HAVING OVERSEAS PRODUCTION TIES, SOHAL IS SEEKING A LICENSE FROM

WEAN WHICH WILL ALSO ENABLE IT TO PRODUCE CERTAIN LARGE DIAMETER EQUIPMENT.

4. MR. SOHAL SR. CALLED AT THE POST TO DISCUSS THE FOREGOING PROPOSAL AND TO SUBMIT BACKGROUND DATA ON SOHAL ENGINEERING'S EXISTING PLANT AND EQUIPMENT FACILITIES AS WELL AS ITS TECHNICAL CAPABILITIES. ACCORDING TO HIM, IT IS ESSENTIAL THAT WEAN HAVE A REPORT ON HIS FIRM'S STATUS TO ENABLE IT TO CONSIDER SOHAL'S PROPOSAL. HE REQUESTED THAT POST PROVIDE A WTDR ON SOHAL ENGINEERING TO WEAN THROUGH COMMERCE' PITTSBURGH DISTRICT OFFICE. WE ARE, THEREFORE, IN THE PROCESS OF PREPARING A WTDR WHICH WILL BE SUBMITTED BEFORE MR. SOHAL ARRIVES IN US.

5. MR. SOHAL, A SELF-MADE BUSINESSMAN, DOES NOT SPEAK ENGLISH. HIS SON, HOWEVER, IS WELL-EDUCATED AND SPEAKS EXCELLENT ENGLISH. THEY HAVE REQUESTED A BRIEFING AT PITTSBURGH DISTRICT OFFICE PRIOR TO CALLING ON WEAN.

6. COMMENT: FYI: TWO LEADING US RUBBER MACHINERY PRODUCERS, PARREL CO., ANSONIA, CONN. AND MCNEIL AKRON, AKRON, OHIO, HAVE JOINT VENTURE AGREEMENTS IN INDIA. ACCORDING TO AN INDIAN GOVERNMENT DIRECTORY THERE ARE APPROX. 15 OTHER LOCAL FIRMS ENGAGED IN PRODUCTION OF RUBBER MACHINERY, THOUGH ALL OF THEM ARE NOT FULLY OPERATIONAL. NON-US FOREIGN FIRMS HAVING EQUITY AND/OR LICENSING AGREEMENTS IN INDIA INCLUDE COMERIO ERCOLE SPA., ITALY, FRANCIS SHAW & CO., U.K., LEIN HERBERT, W.GERMANY AND SKODA, CZECHOSLOVAKIA. ACCORDING TO MR. SOHAL JR.,
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PROSPECTS OF HIS FIRM BEING PERMITTED BY THE INDIAN GOVERNMENT TO BUY FOREIGN TECHNOLOGY UNDER LICENSE ARE GOOD SINCE SOHAL ENGINEERING IS A COMPARATIVELY SMALL FIRM IN THE RUBBER MACHINERY FIELD WHILE INDIAN GOVERNMENT'S FOREIGN INVESTMENT REGULATIONS FAVOR IMPORT OF TECHNOLOGY BY SUCH FIRMS.

7. ACTION REQUESTED: WE WOULD APPRECIATE THE PITTSBURGH DISTRICT OFFICE PROVIDING APPROPRIATE ASSISTANCE TO MR. SOHAL AND HIS SON WHEN THEY CALL THERE. THE DEPARTMENT, IN ITS DISCRETION, MAY WISH TO PROVIDE A COPY OF WTDR ON SOHAL ENGINEERING TO MR. W.D. WATKINS, ASST. VICE PRESIDENT, SALES, WEAN UNITED INC. COM/INV. ISSUED TO MR. SOHAL.
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